Answers to Questions for Alabama ABC, POS/ERP RFP

1. Under Request for Proposal/Section 5/Additional Technical Details, It lists "Approximately 120 users at the Central Office" and "Currently, there are 43 concurrent Microsoft Dynamics NAV user license CALs". Will all 120 users have to access the ERP system?

AABC Response- Currently 60 of the approximately 120 central office users access Microsoft Dynamics NAV. The 43 users are concurrent licenses (not named users). The other users access Dematic SortDirector or the SAP Point of sale system. If the proposed system will be an integrated ERP/POS application, vendors should size the licensing for 90 **central office personnel**. The Stores (610 employees) will be using the POS module of the system. The AABC would like to know what the cost of additional licenses would be and how additional licenses can be obtained in the future if needed.

2. With the current NAV 2009 R2 system. Are you running the Role Tailored client or the Classic Client or both?

AABC Response - Classic

3. What are the requirements for migrating historical data? How many years? What type of data do you need to migrate? Inventory transactions? General Ledger transactions? Customer Transactions? Vendor Transactions?

AABC Response- The vendor should plan on migrating 2 years plus the current year's data from Navision. The vendor should plan on migrating all data with the exception of logs which could be archived. However, the details of what will be migrated will be defined in the data migration plan, based on discussions after project kickoff.

4. What is the size of the current NAV database in Gigs? How many custom tables, forms, dataports and reports are in the database? These are objects in the 50,000 to 99,999 numbered range? How many standard objects (of each type) have been modified? These are objects in the 1 to 49,999 numbered range that have a modified flag set?

AABC Response – There are 352 GB of data as of April 15, 2016. In the 50,000 to 99,999 range there are:
Tables   131
Forms   168
Dataports 66
Reports   303
CodeUnits 138

These are objects in the 1 to 49,999 numbered range that have a modified flag set.
Tables   48
Forms   20
Dataports   0
Reports   91
CodeUnits 56

5. <u>Are there any add-ons in the current NAV database? If so which ones? Which add-ons if any are installed and not in use? Which ones are in use?</u>

AABC Response- We do not know of any add-ons being used. We have a customized process to upload store orders from excel and screens are coded for use on the Ck3# handheld scanners but we don't know if that is what is considered an add-on.

6. <u>Are there modifications to your existing NAV system that are not in use?</u>

AABC Response- It is highly likely, but we do not know which ones.

7. <u>We would like to have access to evaluate the existing NAV 2009 R2 database. How can we obtain access?</u>

AABC Response- Without a contract with the ABC Board, access to our network is not allowed.

8. <u>Appendix G, 3.1 lists POS hardware as NCR 7402's. Elsewhere in the document we see HP RP7's running Win 7 listed. Have the NCR 7402's all been replaced?</u>

AABC Response- Yes all of the NCR 7402's were replaced since the creation of the Appendix G document in 2014.

9. <u>Are your current Ingenico pinpads EMV/Chip and Pin capable? Are you currently utilizing EMV processing?</u>

AABC Response - Yes, all of the Ingenico devices are EMV capable. However, we have not yet implemented the EMV processing. EMV processing will be implemented prior to the new solution implementation.

10. <u>Are you open to processing with a different credit card processor other than TSYS?</u>

AABC Response – Not at this time because the AABC has a current contract with TSYS that runs into the Fall of 2016. The vendor will need to be able to work with TSYS or another vendor should they be awarded the payment card processing contract.

11. <u>Would AABC be open to looking at a different credit card network backup process, other than dial backup, such as Cradlepoint with cellular network backup.</u>

AABC Response- The AABC is interested in other effective backup processes and would consider alternatives that are cost effective and align with the AABC technology. The AABC is currently implementing Cradlepoint backup for higher volume stores.

12. <u>The RFP mentions the current Online Portal for wholesale sales. We did not identify detailed functional requirements in the RFP around the functionality that needs to be in the Portal.</u>

AABC Response- As noted in requirements T.6.10, the AABC requests the capability of online wholesale ordering as part of the solution. The current online wholesale ordering website provides the following functions for wholesalers:

- Create orders by choosing the desired products and quantities
- Checking store inventory against the request and informing requestor if the order can be filled
- Shopping cart functionality which allows user to edit items, remove items, and submit order
- Printing of receipt for order
- View pending orders
- View closed or past orders for a user defined period of time
- Creating a reorder from past orders
- Setting up a default store to order products from with the ability to change the store
- Update user account information

The current online wholesale ordering website provides the following functions for stores:

- Provides notification to store of orders
- Provides a view of orders from which store can accept or reject (with ability to add comments)
- E-mail notification to wholesaler of acceptance or rejection of order
- View closed or past orders for a user defined period of time
- Creating a reorder for the wholesaler from past orders

High level user guides can be accessed at the links below.

https://www.alabamainteractive.org/abc_onlinewholesale/content/common/pdf/licensee.pdf

https://www.alabamainteractive.org/abc_onlinewholesale/content/common/pdf/store.pdf

13. Can AABC provide more details around the ordering functionality in the portal and what needs to be available to licensees in the portal?

AABC Response- See answer to question number 12.

14. Is this a B2B ecommerce site with your current vendor?

AABC Response- Our current ERP or POS vendor does not provide this site. Alabama Interactive (AI), a private company that holds a contract with the State of Alabama to host web-based transactional applications, hosts the Wholesale Online ordering web application for the AABC systems.

15. We want to make sure if the AABC is inquiring if portal functionality exist with the solution offered for later implementation we do not include that work in this bid. Will the online order portal be part of the initial implementation and needs to be included in this bid or will this be a later stage?

AABC Response- It is expected that the proposed solution will replace the current wholesale ordering web application. It should be included in this bid.

16. Our solution is licensed by named users as SaaS. Can AABC provide a list of personnel by role across the organization so that we may be able to provide an accurate licensing quote?

AABC Response- Below is an approximate breakout of the current personnel by role. The AABC anticipates having approximately 610 store personnel using POS functions and 90 other using primarily ERP functions

- Stores (point of sale function)- 610 employees
- Information Technology- 22 employees
- Accounting- 16 employees, 12 of whom require access at this time
- Audit- 14 employees
- Warehouse- 48 employees, 12 of whom require access at this time
- Purchasing/Product Management/Pricing/Merchandising- 22 employees
- Administration- 23 employees, 5 of whom require access
- Licensing and Compliance- 46, none of which require access at this time employees

17. Has the Alabama Legislature approved funding for this project? If so can AABC share the amount budgeted?

AABC Response- The project has an approved budget but the AABC chooses not to disclose the budget. Once the contract is completed, the AABC is required to put the contract before Legislative contract committee review.

18. What sales transactions other than the sale of spirituous liquor are required in the POS?

AABC Response- Generally, the registers only handle sales of liquor but also handle other transactions such as collecting wine taxes and other products not sold by the AABC but regulated by the AABC, and ordering stores supplies,. These details are in the requirements spreadsheet (Appendix A).

19. What is the display resolution for the retail POS?

AABC Response- 1024 X 768

20. When referencing "Mobile Computers", does this mean Intermec scanners? "Mobile Computers" are referenced in the stores and the warehouse.

AABC Response- Yes.

21. Can we use NABCA codes for the primary item designation?

AABC Response- No. At this time, the AABC uses AABC product codes.

22. What entities are using the online product ordering? What is the expected volume for items per transaction and transactions per day?

AABC Response- AABC Licensees (Various types of accounts from private package, country clubs and bars) and ABC Stores use the online product ordering. The volume is:
Daily average of transactions: 106
Daily average dollars processed: $130,893
Avg number of items per transaction: 17.5 items

23. Do you have any current web ordering system documentation to review existing state?

AABC Response- Please see the answer to question number twelve.

24. What are the business workflow calls for a vendor to return merchandise from the warehouse?

AABC Response- There are various business reasons for return of merchandise including defective/broken product, erroneous shipment of non AABC listed products. The supplier can initiate a return to vendor and take product out of the warehouse for other states or back to their supplier owned warehouse or process a return for a vendor recall, etc.

25. Does Alabama request vendors to integrate with the existing wholesale ordering system or should vendors propose a new system?

AABC Response- It is expected that the proposed solution will replace the current wholesale ordering web application.

26. How is NABCA involved with pricing quotes for AABC?

AABC Response- NABCA receives quotes from all control states. Vendor/Brokers enter price and product information into the NABCA Price Quotation Reporting System and that information is transmitted daily to AABC. In the past years Alabama only processed quotes that suppliers directly sent to them not using NABCA quotes. Alabama will start using the NABCA quotes more frequently and eventually only quotes that are sent to NABCA.

27. Do you plan on utilizing the new ERP system methodology for Master scheduling to create the POs or keep existing practices for PO generation?

AABC Response- At a minimum, the proposed solution should be able to create the POs for orders of wholesale codes.
ABC does not generate the bulk of our POs until the product has been delivered to the ABC warehouse. The AABC would be willing to look at its current business practices and the new solution methodology and determine the best method for creating PO's.

28. What is the upgrade process for all store devices and POS?

 AABC Response- Currently, we push the updates manually to the registers, and update using Dameware to connect to the POS units.

29. In the RFP you state that all 800 AABC employees will need to be trained, which includes all 14 districts. Are you open to a train the trainer approach where we identify key individuals to be trained to improve efficiency and user adoption?

AABC Response- The AABC is interested in any approach that meets the training needs of the various users. The AABC would like the vendor to provide options for directly training all users as well as a train the trainer approach. The AABC has limited resources to train other personnel but expects the direct training and other materials (online resources, manuals, etc.) to be effective.

30. In the RFP in section Tab I: Cost Proposal, it states that the proposal must be a fixed cost and inclusive of all expenses. Does that include travel or would travel be billed separately? If travel is separate does AABC have any specific travel requirements when submitting expenses?

AABC Response- All travel should be included in the costs quoted in Appendix B. Travel will not be billed back to the AABC.

31. PG.2.5: - Please elaborate on the requirement for test market periods for items.

AABC Response- When a product is presented to the state for listing the ABC may choose to list this in certain clusters of stores. We want the ability to track this product and alert us when the test market period is over to if we want to expand that test market or expand the market after the test is completed.

32. REG WH.3.11: - What is the label to be printed referencing?   Bill of Lading, shipping label, …

AABC Response- The label in this requirement refers to the desire of the AABC to have a shipping palette label printed concerning the shipment on the truck. These labels will be printed and placed on the cases picked that will go to a store. The computer assigns waves (product designated to go to a certain store). These waves may consist of a set number of cases that will go on a truck and go to a certain store. The labels are one label per case for this wave. Once the case is picked the label will go on the case and will be placed on a conveyer belt. The belt routes through the warehouse and through a sorter that assigns certain conveyers to certain trucks. This label identifies that a certain case is linked with a certain truck and store.

33. REQ AG 1.1: Do Sales need to interface at a detailed sales level, summary sales level or General Ledger Journal Entry Level?

AABC Response- The sales transactions interface to STAARS using general ledger entries.   Three transaction types are generated: cash receipt transaction by store, journal voucher with information by store, and a summary receivable for the total of all stores. They are not at the product detail level by store.

34. REQ AG 1.5: Does the Inventory Warehouse transfer data need to interface at the Inventory transfer journal detail level (i.e. Brand, Qty, From Store, To Store) or at the general ledger journal level?

AABC Response- The dollar transfer transactions between stores and/or warehouse interface to STAARS at a store level. They are not at the product detail level by store.

35. REQ AG 1.6: Does the deposit transaction sent to STAARS need to be a detailed deposit journal including all deposits for a given store/given day or is the information sent to STAARS at the General Ledger level?

AABC Response- The deposits and corrections interface to STAARS at a store level. They are not at the product detail level by store.

36. REQ AG 1.8: Do the inventory cost of goods transactions need to flow to STAARS at a detailed inventory transaction level or at a General Ledger Journal Entry level?

AABC Response- The cost of goods interface to STAARS using general ledger entries. They are recorded by store. They are not at the product detail level by store.

37. REQ AG 1.9: Do the inventory adjustment transactions need to flow to STAARS at a detailed inventory transaction level or at a General Ledger Journal Entry level?

AABC Response- The inventory adjustments interface to STAARS using general ledger entries by store. They are at the account level, not at the product detail level by store.

38. REQ AG 1.10: What third party solution/partner is being utilized by AABC today?

AABC Response- The AABC is currently using Fintech.

39. REQ AG 2.1: Can you elaborate on how bailment charges and claims work?

AABC Response- In a bailment warehouse, liquor is stored in the custody of the AABC while it remains owned by the liquor vendor/supplier. A charge per case is typically levied on the vendor/supplier by the control jurisdiction for maintenance and storage. Once the jurisdiction determines that the case will be sold, it is designated for sale, placed on a shipping truck, and sent to stores for sale. At that point, ownership shifts from the vendor/supplier to the jurisdiction (in this case, the AABC). Also, from time to time, there are breakages in shipping that occur before arriving at the AABC warehouse. This is one example of a claim. The solution should be able to handle bailment charges and the recording of claims and include these on the invoice.

40. REQ AG 2.2 Questions
    a. Are distiller invoices sent to STAARS in summary or detail?

AABC Response- Detailed Distiller invoices are currently created in Navision and then the data is manually entered into STAARS at a summary (not by product) level. The detailed report is attached to the document in STAARS.

    b. Are all payments to distillers made directly from STAARS?

AABC Response- Yes.

    c. Does STAARS send back payment transactions that can be used to record actual payment information in the new system?

AABC Response- Not at the present time.

41. REQ AG 7.1: Is the preference to track this type of inventory as "non-inventory" products that can be setup and purchased but not tracked as inventory quantities or do you want to track inventory quantities?

AABC Response- The AABC would like to track the ordering and receipt of these store supplies as "non-inventory". Currently, there is no easy way to track what supplies each sore has and we would like to know the quantities ordered and received by store.

42. REQ AG 8.5: Is Sales Tax included in the bottle price or calculated separately at the item/order level?

AABC Response- The sales tax is calculated on the item level at time of purchase.

43. REQ AG 8.8: How are import wine taxes needed to be calculated in the system?

AABC Response- Imported wine is sent to stores. The stores have to process the tax for this wine. The stores need to be able to easily process this transaction using pre-defined tax codes and amounts that are customizable.

44. REQ AG 8.12: What types of transactions are paid by third party payers?

AABC Response- Currently only direct delivery stores (i.e. big box stores, larger private package stores, casinos, or military bases) are allowed to use third party payers. The register system is not set up to handle third party payers at this time.

45. REQ AG 8.15: Will the existing process for managing claims be followed or will a new process be implemented as part of this project?

AABC Response- The AABC would be interested in discussing any new processes proposed by a vendor if they bring value to the AABC.

46. Does AABC need the ability to generate financial statements out of the new system- including Balance Sheet and Profit and Loss Statements?

AABC Response- No. This is currently done in STAARS.

47. Will AABC need to maintain financial budgets in the new system?

AABC Response- No. This is currently done in STAARS.

48. Does AABC need to perform GL allocation accounts (i.e. Fixed GL distribution based upon percentages or variable based upon statistical information?)

AABC Response- No. However the AABC would be interested in hearing about any capability the proposed solution might contain.

49. Will AABC need to perform Bank Reconciliation processes in the new system?

AABC Response- No this is handled by State Accounting. The new system will only need to provide deposit reporting for the interfaces to the STAARS system in order to match store deposits to actual receipts.

50. Will AABC need to perform miscellaneous cash adjustments directly against a bank account or will cash adjustments all occur at the General Ledger level?

AABC Response- This would be part of the STAARS interface.

51. Does STAARS Maintain master records for GL Accounts, Vendors, Customers, Addresses, Contacts and Brands?

    If so, will the records be managed in STAARS and then add/changes/delete events will need to be integrated to the new system or will the new system maintain the master records independently?

AABC Response- STAARS maintains the system of record vendor and customer information for accounting and payment purposes but the AABC will obviously have these records in the new solution with additional fields pertaining to its operational needs.

Currently, changes to vendor and customer records are handled manually (entered in both systems). The AABC would be interested in automating this process.

52. Is there a need for the new system to track any miscellaneous Accounts Receivable balances and related cash receipts?

AABC Response- Yes.

53. Will Wholesale customers be able to purchase inventory from stores on account and if so, will Accounts Receivable balances need to be managed from within the new system?

AABC Response- Currently, the AABC only has a few government agencies that purchase on house credit. See requirements SO.10.13 through SO.10.16. The AABC needs the ability manage the inventory they are purchasing and monitor if they are paid or outstanding.

54. Are Wholesale customers assigned to purchase inventory from certain stores or can they purchase from any store?

AABC Response- Wholesalers can only purchase from wholesale stores that have a copy of their License. If they wish to shop multiple locations they can. We do have the right to isolate them to certain locations to make sure we can better serve their needs. However, the AABC is interested in the capability of determining when wholesalers are purchasing from out of jurisdiction stores.

55. Does AABC perform consistent physical inventory (full or cycle counts) at the Warehouse and Stores?

AABC Response- The AABC conducts a warehouse physical inventory quarterly (with periodic smaller numbers of SKU inventory counts) and store inventory is audited at a minimum of a quarterly basis or more often if issues have arisen in the past or anomalies are found on reports.

56. Does AABC desire to perform physical inventory counts prior to cutover in order to migrate the most accurate inventory balances at the warehouse and stores?

AABC Response- Yes.

57. Are you anticipating Open Accounts Payable, Open Accounts Receivable, and General Ledger beginning balances or General Ledger Historical balances being migrated from the legacy system to the new system?

AABC Response- We will need beginning balances for all product codes for each location.

58. Does AABC need to track Fixed Assets and related depreciation? If Fixed Asset tracking is needed, will this information need to integrate to STAARS and at what level of detail (i.e. General Ledger Journal Entries). If Fixed Asset tracking is needed, will Fixed Asset master records and current depreciation balances need to be electronically migrated to the new system?

AABC Response- No, the AABC does not need Fixed Asset tracking.

59. Does each store maintain a separate bank account or are deposits and withdraws performed within centralized bank accounts? If each store maintains a separate bank account, are there any charges related back to a store if the cash deposits do not match cash on hand when cash withdraws are made?

AABC Response- Stores make deposits in State treasury accounts. There are approximately fifteen treasury accounts. They are not allowed to make withdrawals from these accounts.

60. Do sales commissions need to be tracked or paid related to store retail sales?

AABC Response- No.

61. Would AABC prefer to implement approval workflows for purchasing- requisitions or purchase orders?
62. Would AABC prefer to implement approval workflows for accounts payable payment processing?

AABC Response- The AABC is interested in workflows (with approvals) for store to store transfer requests, store to warehouse transfer requests, purchase orders and invoices. The AABC is interested in a solution that allows the AABC to easily create new workflows and modify existing workflows.

63. Does AABC have an approval process for onboarding new vendors?

AABC Response- Currently, the Product Management division works with vendors. If a new vendor is approved by the Product Management division and the Board, the vendor must register with the State

through the STAARS system. The AABC sets up the vendor information and product information in the current solution for operational and distribution purposes.

64. <u>Will you need to setup and manage contract that commits AABC to buy a specified quantity or amount by using multiple purchase orders over time in order to receive special prices and discounts?</u>

AABC Response- Yes. Most of the time we buy the product once the PO is complete and move this to board owned inventory but we would like the ability to track or monitor when outstanding PO's that have not arrived yet are in use.

65. <u>Does AABC make payments to other state departments via inter-agency payment processes? If so, does the new system need to support these payment types or will inter-agency payments be managed in STAARS?</u>

AABC Response- No. If this situation occurred, it would be handled through STAARS.

66. <u>Does AABC need to track Return to Vendor (RTV) transactions in the new system?</u>

AABC Response- Yes. Please see requirements in WH.4 and PG.8.

67. <u>What Inventory Valuation method is planned for the new system?</u>

AABC Response- The system will monitor current inventory with: Cases in transition between warehouse and stores, cases presently in the warehouse and cases received that day. It should be able to show us the number of cases and dollar value for these cases in inventory. The current product cost is used for inventory valuation.

68. <u>Will in-transit inventory (between DC and stores or store-store transfer) need to be tracked in the new system?</u>

AABC Response- Yes. Please see requirements in PG.6, WH.3, and SO.4.

69. <u>Will current Min/Max inventory levels need to be migrated to the new system?</u>

AABC Response- No. Currently, the AABC does not maintain minimum and maximum inventory levels per product. We have desired inventory based on several factors. In the future, the AABC would like to be able to monitor current inventory levels with what we want suppliers to maintain in our warehouse.

70. <u>STAARS interface</u>
    a. <u>What is the requirement protocol of the STAARS interface?</u>
        i. <u>Consumable Web Service</u>
        ii. <u>EDI</u>
        iii. <u>Flat File upload</u>
    b. <u>Will mapping documents be provided based on protocol</u>

AABC Response- The interface is a flat file upload. See Appendix F, Accounting Interface from Navision to STAARS. AABC will provide the specific layout to the successful Proposer. We will provide the current mapping and the vendor will map the corresponding fields from its solution.

    c.   What is the frequency of transmission to STAARS?

AABC Response- Currently, sales are transmitted Monday – Friday on a set schedule. Monday transmits Friday and Saturday sales. The AABC can also run sales interface on demand for a specific date, specific store, of combination of both.
Deposits are daily Monday – Friday.
Currently, inventory is run as needed within NAVision. Multiple runs per day are common within NAVision. (For example on the 25th of the month, the inventory interface is run for the 1st through the 15th. It reported by store, by day. Then on the 5th of the next month, the interface is run for the 16th through the last of the month.) However, only one file per type (sales, deposits, and inventory) can interface to STAARS per day.

    71. In Reference to SO 10.6 – What is the purpose of Double entry of the Licensee account number?

AABC Response- This is a check to make sure the clerk or licensee did not make a mistake entering the licensee account number, similar to confirming your e-mail address.

    72. In reference to Requirement SO 10.7 - Is there an Interface to the Check Validation vendor (NexCheck) required?

AABC Response- Yes

        a.   What is the connection protocol if required with NexCheck

            i.   Consumable Web service? So, that Customer (Licensee) Records can be update with a Bad Check Flag notification?

           ii.   Will AABC provide the necessary Mapping and connection information for integration with NexCheck service?

AABC Response- We connect to NexCheck via analog telephone line. The terminal and connection to NexCheck cannot determine if sufficient funds are available: only if there is a history of bad check writing. This is only for retail sales. The requirement is to have a Consumable Web Services for checks presented. If a Licensee has an outstanding bad check the flag is turned on in the licensee database record to alert ANY cashier at ANY store that they are not to sell to that licensee until the bad check is cleared. AABC will provide the necessary data mapping and connection information to the selected proposer.

    73. What is AABC current Credit Card gateway?

AABC Response- The current credit card processor/gateway contract is held by TSYS.

    74. Are the Ingenico model iSC250 devices owned or leased?

AABC Response- They are owned by AABC.

75. <u>In Reference to SO10.29 – Please elaborate on this process and how AABC envisions this working. What is the Pin# for in relation to the Licensee and the Order?</u>

AABC Response- The AABC is interested in vendor solutions that might have a method for generating an e-mail to the licensee from the online portal when the order is ready. One consideration would be that the vendor has a PIN number that they must enter when they pick up the order at the store. This is an optional requirement that the AABC was interested in learning how vendors have handled this situation with other clients.

76. <u>In Reference to SO 11.8 – Please elaborate on this process and how AABC envisions this working?</u>

AABC Response- On occasion AABC will work with a charitable organization to collect funds. We need to be able to collect money as a nontaxable item and track what was donated. We need a way to collect the money without it ringing up as a sale or a method on the register in order to enter the amount a customer wants to donate. When the information from our system is collected from the registers whatever contributions were collected would be reported separately from our daily sales.

77. <u>In Reference to SO 11.i7 – Please define Real Time ID Verification system</u>

   a. <u>What is the definition of this system?</u>

AABC Response- This is a system to better identify if a license is valid and if the person is of age. We want to be able to scan their driver's license and get it verified while the customer is at the register. The AABC realizes that this is not a fully detailed requirement but is interested in options a vendor may have knowledge of from prior implementations.

   b. <u>How is the system accessed?</u>

AABC Response- The register would need to connect via the internet to a database for lookup purposes.

78. <u>In Reference to SO 11.i9 – Please define Minor ID Verification challenge Process and Intoxicated Challenge process.</u>

AABC Response- This requirement refers to the need to record and report on denied sales due to a minor or intoxicated person attempting to purchase liquor. We are interested in a method to scan a driver's license to verify the customer's age and to be able to enter a reason why we did not sell to a customer. The AABC would be interested in any experience or functionality a vendor has had with this type of activity.

79. <u>In Reference to SO 13.1 – 13.7 – Please explain this functional process and how it is related to a Point of Sale function or in Store Function.</u>

AABC Response- If someone purchases liquor, wine or beer from somewhere outside of Alabama and has it shipped to an AABC store, the system should have the ability to calculate taxes owed so a customer can pick up their product and pay the taxes owed to the State. Currently, the tax is determined on a calculator but we would like the register to do the calculation.

80. <u>In Reference to PG 1.3 – Need definition of a 'Mixed Pack'. Are items inventoried individually AND as a master pack, or do the components roll up to the master pack item? Need to know if the cost is captured on the component or master pack level upon receipt.</u>

AABC Response- A mixed pack is a combination of products from the same brand family. These products combined become a new state code and are tracked and a price point is set for them with the new state code. These products are considered the new code not the master codes that make up the pack.

81. <u>In Reference to PG 1.6 – Need to understand process of 'end of month distiller invoices to vendors'. Are these billbacks to the vendor? If so, what process determines which charges go to which vendors, and are the vendors tied to customers so it creates open A/R for us, or do we receive an A/P credit?</u>

AABC Response- At the end of the month, distiller invoices are created. Currently, the distillers are paid based on the amount of their products that were shipped from the warehouse (moved from bailment to AABC owned), plus or minus any adjustments (i.e. broken bottles arrived from distiller, bottles broken by warehouse staff) and minus the credit for bailment fees.

82. <u>In Reference to PG 3.1 – this is under 'store replenishment' and generates invoice numbers for store invoices. Is this implying that we are using intercompany for store replenishment? Need to understand the business requirement for a store invoice during replenishment process</u>

AABC Response- Store replenishment is calculated weekly based on historical sales from selected time frame, desired store inventory quantity, new product distribution, store orders, upcoming promotions and other factors. The solution should produce the invoice for the shipment sent to the store.

83. <u>In Reference to PG 5.2 - is this implying that we are receiving an electronically transmitted order? What is the interface, EDI or do we have to define one?</u>

AABC Response- This order should come from the online portal the AABC requested as part of the proposed solution. The AABC currently uploads an Excel file.

84. <u>In Reference to PG 5.4 - what is the required protocol for the STAARS interface?</u>

AABC Response- See answer to question #71.

85. <u>In Reference to PG 9.10 – what is the current costing method?</u>

AABC Response- For inventory valuation, the current product cost is used.

86. <u>In Reference to WH 1.14 – what is this process? The verbiage seems backwards to create a PO AFTER a BOL is received.</u>

AABC Response- The vendor delivers the product to the warehouse. When AABC receives the product into bailment inventory, a PO is created. The warehouse gets an advanced ship notice from the vendor and can request certain products not be delivered.

87. <u>In Reference to WH 1.18 – need to understand this process and what criteria drives 'automatic receipt' of a PO</u>

AABC Response- The AABC requests an automated receiving process where shipments are scanned in and PO's are created form the scanning in of the delivered products.

88. <u>In Reference to WH 1.19 – 1.21 – define this process of receiving from a BOL instead of receiving from a PO</u>

AABC Response- Most product is brought in with a BOL and not a PO. We receive a copy of the BOL when the truck delivery is scheduled. Receiving has a copy of the Truck dock time as well as a copy of the BOL upon arrival. All items that are received at the receiving dock are scanned and checked with the BOL to determine if there are any variances. Once the truck is off loaded and inventory of received goods are completed, the new inventory of items are put into the system.

89. <u>In Reference to WH 1.29 – need to understand this. Seems like we are pre-printing a BOL and using as a picking list. Define process and determine if Batch tracking or FEFO is used at a location or pallet ID level</u>

AABC Response- The BOL is not used as a pick list but as a designation. The BOL contains details about where the new inventory should go. From there the inventory is moved to its storage location and the BOL shows what area of the warehouse where it was placed but not the specific location within that area.

90. <u>In Reference to WH 4.8 – what are these defined fields?</u>

AABC Response- These would include the fields mentioned in other requirements in WH.4

91. <u>In Reference to WH 5.1 – 5.4 – what are the requirements to interface to SortDirector?</u>

AABC Response- Please see the information in Appendix F.

92. <u>SO 8.6 – route charges to appropriate entity for claims – are these misc. charges billed back to a vendor, or is this hitting a separate ledger account? Need to understand requirement for posting</u>

AABC Response- This is referring to product that is damaged in shipment to the store, damaged in the store, or spoilage while at the store. The store should have the ability to do a claim on the product and the claim should go to the account that covers these claims.

93. <u>Electronic Delivery: Should we send a flash drive with the written proposal, send it thru email or both?</u>

AABC Response- Please include a flash drive with the entire proposal contents on a flash drive along with the hard copies. You may also e-mail an electronic copy of the proposal but the hard copies/flash drive must be received by the AABC by 5:00 PM, Central Daylight Savings Time on May 2, 2016.

94. <u>Numeral L – Redacted Copy: Do we need to put all of the proposal on this numeral or is it a new document with the redacted version</u>

AABC Response- Yes. Offerors deeming portions of as proprietary and/or confidential must include a separate copy of their offer as Tab L, Redacted Copy of Submittal/Offer pursuant to Code of Alabama Section 36-12-40. The respondent must identify each page or section of the response that it believes is proprietary and confidential with sufficient grounds to justify each exemption from release, including the prospective harm to the competitive position of the respondent if the identified material were to be released. Under no circumstances can the entire response or price information be marked confidential. Responses so marked may not be considered.

95. Numeral M.8: Can we offer interface to actual system or do you need a new system.

AABC Response- It is expected that the proposed solution will replace the current AI application.

96. Do we need to include original signature pages of the Immigration Form and the Taxpayer Act forms or scanned copy is enough?

AABC Response- An original signature is preferred. However the AABC will accept the scanned copies as part of the proposal. Before a contract is executed, original signature forms will be required.

97. Is there any limit of pages for each question on section M?

AABC Response- No but the AABC highly encourages responses that answer the questions in a thorough but concise manner.

98. Is NAV completely out of the question regarding a solution, or would a reimplementation be up for consideration if proposed?

AABC Response- A NAV reimplementation would be considered.